



# NOVEMBER

## SANTA ANA DISTRICT OFFICE

### EVENTS CALENDAR

200 West Santa Ana Blvd., Suite 700, Santa Ana, CA 92701 (714) 550-7420

SBA District Website: [www.sba.gov/ca/santa](http://www.sba.gov/ca/santa)

Serving Orange, Riverside, and San Bernardino Counties

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Monday, 11/04/2013 6:00 pm to 7:30 pm Pre-registration <b>REQUIRED</b>	<b>Seven Steps to Unleash Your Inner Sales Goddess:</b> <i>Do you want to learn how to stay afloat in what can seem like an ocean of rejection and "No's"? Join us and learn in a fun and interactive way how to become the Sales Goddess you <u>should</u> be!</i>	\$10 with online registration	Virtual	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Monday, 11/04/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>Writing a Winning Business Plan:</b> <i>Give potential lenders and investors a positive picture of your business by having a well-developed business plan, presented by Inland Empire Women's Business Center</i>	<b>FREE</b>	Ovitt Family Community Library 215 East "C" Street Ontario, CA 91764	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Tuesday, 11/05/2012 7:45 am to 12:30 pm Pre-registration <b>REQUIRED</b>	<b>Corporate Diversity Matchmaking:</b> <i>Presented by Orange County Small Business Development Center and the Orange County Hispanic Chamber of Commerce and with participation by U.S. Small Business Administration, Santa Ana District Office</i>	<b>FREE</b>	Rancho Santiago Community College District Center, Room 107 2323 North Broadway Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 <a href="mailto:arteaga_elizabeth@rscdd.edu">arteaga_elizabeth@rscdd.edu</a> <a href="http://www.ocsbdc.org">www.ocsbdc.org</a>
Tuesday, 11/05/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Loans to Expand Your Business:</b> <i>Presented by Inland Empire Small Business Development Center</i>	<b>FREE</b>	Provident Bank 27010 Sun City Blvd. Sun City, CA 92586	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Tuesday, 11/05/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Websites, Content, &amp; Analytics:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/04 \$25 at the door	Paychex Facility Large Conference Room 1420 Iowa Avenue, Suite 100 Riverside, CA 92507	Inland Empire SCORE 951-652-4390 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>
Tuesday, 11/05/2013 9:00 am to 3:00 pm Pre-registration Recommended	<b>Get the Tax Facts:</b> <i>Presented by Inland Empire Small Business Development Center</i>	<b>FREE</b>	Carolyn Owens Community Center, 2 <sup>nd</sup> Floor 13201 Central Avenue Chino, CA 91710	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>

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Tuesday, 11/05/2013 11:00 am to 1:00 pm Pre-registration Recommended	<b>The Importance of Clear Communication:</b> <i>Presented by Inland Empire Small Business Development Center</i>	FREE	University of Redlands 3610 Central Avenue, Ste. 101 Riverside, CA 92506	Inland Empire Small Business Development Center Deirdre Marsac 909-9083-5005 <a href="mailto:dmarsac@iesamllbusiness.com">dmarsac@iesamllbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Tuesday, 11/05/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>Time Management Made Easy:</b> <i>If you're doing more and enjoying it less, it's time to make real choices about how and when to spend your time. This seminar gives you the tools to find balance, achieve your goals and be more effective and productive</i>	\$15	Inland Empire Women's Business Center 3780 Market Street Riverside, CA 92501	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Tuesday, 11/05/2013 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Develop a Winning Business Plan:</b> <i>Presented by Orange County SCORE</i>	\$35 if register online by 11/04 \$45 at the door (cash or check only)	Anaheim Gordon Hoyt Conference Center, 2 <sup>nd</sup> Floor Anaheim West Tower 201 South Anaheim Blvd. Anaheim, CA 92805	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Wednesday, 11/06/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Open for Business in Hesperia:</b> <i>Presented by High Desert Small Business Development Center</i>	FREE	Hesperia Branch Library Library Community Room 9650 7 <sup>th</sup> Avenue Hesperia, CA 92345	High Desert Small Business Development Center Kristen Gerke 760-951-1592 <a href="mailto:kgerke@iesmallbusiness.com">kgerke@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Wednesday, 11/06/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Packing Your Golden Parachute-Exit Strategy:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/05 \$25 at the door	Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590	Inland Empire SCORE 951-652-4390 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>

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Wednesday, 11/06/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>Advanced QuickBooks for Beginners:</b> <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Moreno Valley Conference Center Alessandro Room A 14075 Frederick Street Moreno Valley, CA 92652	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Wednesday, 11/06/2013 2:30 pm to 4:30 pm Pre-registration <b>REQUIRED</b>	<b>Small Business Orientation Workshop</b>	\$10	Rancho Santiago Community College District Center, Room 107 2323 North Broadway Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 <a href="mailto:arteaga_elizabeth@rscdd.edu">arteaga_elizabeth@rscdd.edu</a> <a href="http://www.ocsbdc.org">www.ocsbdc.org</a>
Wednesday, 11/06/2013 5:30 pm to 7:30 pm Pre-registration <b>REQUIRED</b>	<b>What to do When Everything Seems Urgent: A Simple Plan to Get it All Done:</b> <i>Attend this workshop and we will show you techniques to help you actually <b>ENJOY the freedom and flexibility</b> of working for yourself, presented by Coachella Valley Women's Business Center</i>	\$20 with online registration	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Wednesday, 11/06/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>How to Put Your Business on Automatic</b>	\$25	Coachella Valley SCORE Whitewater Building 43-100 Cook Street, Suite 104 Palm Desert, CA 92211	Coachella Valley SCORE 760-773-6507 <a href="mailto:scoreworkshops@cv@gmail.com">scoreworkshops@cv@gmail.com</a> <a href="http://www.scorecv.org">www.scorecv.org</a>

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Wednesday, 11/06/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>The ABC's of Starting Your Own Business:</b> <i>Understand the steps to starting a business. Learn about the sources and requirements of funding, which licenses and permits are required, and the importance of writing a business plan</i>	\$20 non-residents <b>FREE</b> to Corona residents	Corona City Hall Multipurpose Room 400 South Vicentia Avenue Corona, CA 92882	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Wednesday, 11/06/2013 7:00 pm to 9:00 pm Pre-registration <b>REQUIRED</b>	<b>Basic QuickBooks Overview:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/05 \$25 at the door	Chaffey College Fontana Campus Bldg/Rm-FNAC-202 16855 Merrill Avenue Fontana, CA 92335	Inland Empire SCORE 951-652-4390 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>
Thursday, 11/07/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Open for Business in Rancho Cucamonga:</b> <i>Presented by Inland Empire Small Business Development Center</i>	<b>FREE</b>	Rancho Cucamonga Chamber of Commerce 9047 Arrow Route, Ste. 180 Rancho Cucamonga, CA 91730	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Thursday, 11/07/2013 9:00 am to 12:30 pm Pre-registration Recommended	<b>How to Manage Unemployment Insurance Costs:</b> <i>Presented by High Desert Small Business Development Center</i>	<b>FREE</b>	High Desert Small Business Development Center 15400 Civic Drive, Suite 102 Victorville, CA 92392	High Desert Small Business Development Center Kristen Gerke 760-951-1592 <a href="mailto:kgerke@iesmallbusiness.com">kgerke@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Thursday, 11/07/2013 9:00 am to 3:30 pm Pre-registration <b>REQUIRED</b>	<b>Federal/State Basic Payroll Tax Seminar:</b> <i>Presented by EDD &amp; the IRS</i>	<b>FREE</b>	Rancho Santiago Community College District Center, Room 107 2323 North Broadway Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 <a href="mailto:arteaga_elizabeth@rscdd.edu">arteaga_elizabeth@rscdd.edu</a> <a href="http://www.ocsbdc.org">www.ocsbdc.org</a>

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Thursday, 11/07/2013 10:00 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>Business Writing Basics: Tips and Techniques for Clear &amp; Concise Writing:</b> <i>If you've struggled to find the right words to engage, persuade, or inform your audience, this interactive workshop can help, presented by Inland Empire Women's Business Center</i>	\$15	San Bernardino Employment Training Agency, Ste. 300 600 North Arrowhead Avenue San Bernardino, CA 92401	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Thursday, 11/07/2013 5:30 pm to 7:30 pm Pre-registration <b>REQUIRED</b>	<b>Website Development – Steps to Achieve Online Marketing Success:</b> <i>Change the focus of your website's role in your business and develop a commanding online presence, presented by Coachella Valley Women's Business Center</i>	\$20 with online registration	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Thursday, 11/07/2013 5:30 pm to 8:45 pm Pre-registration Recommended	<b>Secrets To Buying A Franchise:</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Irvine Public Library Heritage Park Regional Branch 14361 Yale Avenue Irvine, CA 92604	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Friday 11/08/2013 7:30 am to 10:30 am Pre-registration Recommended	<b>The Women in Breakfast Series Communicating for Success – The Holiday Edition:</b> <i>You will learn how to communicate in a way that gets your ideas heard and encourages the cooperation of others, presented by Orange County SCORE</i>	\$35 if register online by 11/07 \$40 at the door (cash or check only). Valet Parking included	The Center Club 650 Town Center Drive Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>

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Friday, 11/08/2013 9:00 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>Is This Feasible? Developing Financial Projections:</b> <i>Learn to calculate your break-even point and get an idea of how much money your business could realistically make</i>	\$20	Inland Empire Women's Business Center 3780 Market Street Riverside, CA 92501	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Saturday, 11/09/2013 9 am to 2:30 pm Pre-registration <b>REQUIRED</b>	<b>Social Media Marketing Made Simple, Plus Optional Live Website Critique:</b> <i>Presented by Constant Contact, hosted by Orange County SCORE</i>	<b>FREE</b> part one \$139 for part two	Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Tuesday, 11/12/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>How To Write A Good Business Plan:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/11 \$25 at the door	Mt. San Jacinto College- Menifee Campus Bldg 800 Room 805 28237 La Piedra Road Menifee, CA 92584	Menifee Chamber of Commerce 951-672-1991 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>
Tuesday, 11/12/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>Selling Techniques that Work</b> <i>Presented by Orange County SCORE</i>	\$35 if register online by 11/11 \$45 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Tuesday, 11/12/2013 11:30 am to 1:30 pm Pre-registration <b>REQUIRED</b>	<b>What's Your Brand? Trademark Protection for Emerging Companies:</b> <i>How do you protect your trademarks valuation assets? Hosted by OCTANe Orange County</i>	\$25 for non-members <b>FREE</b> for members	K&L Gates Jamboree Center 1 Park Plaza, 12 <sup>th</sup> Floor Irvine, CA 92814	OCTANe Orange County 949-330-6565 <a href="mailto:info@OCTANeoc.org">info@OCTANeoc.org</a> <a href="http://www.octaneoc.org">www.octaneoc.org</a>



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Tuesday, 11/12/2013 6:00 pm to 7:30 pm Pre-registration <b>REQUIRED</b>	<b>Business Entities: The Impact of Your Choice:</b> <i>In this interesting and informative workshop, a tax attorney explores the various business entities, the protections they offer, the differences between them, the tax advantages they may offer, and much, much more, hosted by Coachella Valley Women's Center</i>	\$20 with online registration	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Tuesday, 11/12/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>Make the Federal Government Your Customer:</b> <i>Join us to learn how you can navigate the government procurement process to increase your business and find new and exciting opportunities to make the government your customer, presented by Inland Empire Women's Business Center</i>	<b>FREE</b>	San Jacinto Community Senior Center 625 South Pico Avenue San Jacinto, CA 92583	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Tuesday, 11/12/2013 10:00 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>Dollars and Sense - Understanding Your Numbers and What They Really Mean:</b> <i>Enhance the odds of business success and learn proven accounting systems that allow for business owners to build strong financial foundations, increase profits, and maximize tax benefits while relieving stress</i>	\$15	Inland Empire Women's Business Center 3780 Market Street Riverside, CA 92501	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>



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Tuesday, 11/12/2013 6:00 pm to 8:45 pm Pre-registration Recommended	<b>Computer Maintenance For Small Business - Keeping Your Computer Fast &amp; Healthy, Plus Bonus - A Brief Introduction To Windows 8:</b> <i>Presented by Orange County SCORE</i>	FREE	Rancho Santa Margarita Orange County Public Library 30902 La Promesa Rancho Santa Margarita, CA 92688	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Wednesday, 11/13/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>QuickBooks for Beginners:</b> <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Carnegie Cultural Center 123 "D" Street Upland, CA 91786	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Wednesday, 11/13/2013 10:00 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>How to Read &amp; Understand Financial Statements:</b> <i>Learn how to read, understand, and use financial statements to help grow and manage your business.</i>	\$20	Inland Empire Women's Business Center 3780 Market Street Riverside, CA 92501	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Wednesday, 11/13/2013 5:30 pm to 7:00 pm Pre-registration <b>REQUIRED</b>	<b>Understanding Your Financial Statements:</b> <i>Whether you're writing a business plan and confused about the financial statements, or own a business and just want a better handle on where the money goes and why, this is the workshop for you. A CPA facilitates to give you a clear understanding, hosted by Coachella Valley Women's Business Center</i>	\$20 with online registration	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>

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Wednesday, 11/13/2013 5:30 pm to 7:30 pm Pre-registration <b>REQUIRED</b>	<b>The ABC's of Starting Your Own Business:</b> <i>A workshop to help a pre-venture entrepreneur determine the feasibility of their small business idea in the current market. The discussion centers on business plan development, entity formation, and funding opportunities</i>	FREE	Coachella Valley Women's Business Center 77-806 Flora Road, Suite A Palm Desert, CA 92211	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Wednesday, 11/13/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>How to Become the Expert in Your Industry and the Envy of Your Peers</b>	\$25	Coachella Valley SCORE Whitewater Building 43-100 Cook Street, Suite 104 Palm Desert, CA 92211	Coachella Valley SCORE 760-773-6507 <a href="mailto:scoreworkshops@scorecv.org">scoreworkshops@scorecv.org</a> <a href="http://www.scorecv.org">www.scorecv.org</a>
Wednesday, 11/13/2013 6:00 pm to 8:30 pm Pre-registration <b>REQUIRED</b>	<b>The Art and Science of Creating a Successful Business Plan:</b> <i>Presented by Orange County Small Business Development Center</i>	\$25	City of Mission Viejo Saddleback Room 200 Civic Center Mission Viejo, CA 92691	Orange County SBDC Elizabeth Arteaga 714-564-5200 <a href="mailto:arteaga_elizabeth@rscdd.edu">arteaga_elizabeth@rscdd.edu</a> <a href="http://www.ocsbdc.org">www.ocsbdc.org</a>
Thursday, 11/14/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Maximize Budget and Benefits within the Scope of Healthcare Reform:</b> <i>Hosted by the Inland Empire Small Business Development Center</i>	FREE	Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Thursday, 11/14/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>Advanced QuickBooks for Beginners:</b> <i>Presented by High Desert Small Business Development Center</i>	\$40	High Desert Employment Resource Center, Suite 109 17310 Bear Valley Road Victorville, CA 92395	High Desert Small Business Development Center Kristen Gerke 760-951-1592 <a href="mailto:kgerke@iesmallbusiness.com">kgerke@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>

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Thursday, 11/14/2013 10 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>Prepare to Launch: Information &amp; Resources for Starting a Business:</b> <i>Want to start a business but aren't sure where to begin? Learn about the resources available and the required steps to launch a successful business, presented by Inland Empire Women's Business Center</i>	\$15	San Bernardino Employment Training Agency, Suite 300 600 North Arrowhead Avenue San Bernardino, CA 92401	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Thursday, 11/14/2013 10:00 am to 12:00 pm Pre-Registration Recommended	<b>The Power Of Email Marketing Plus Bonus Creating Emails That Rock!</b> <i>Presented by Orange County SCORE</i>	FREE	United Methodist Church Dougherty Hall 437 W. San Bernardino Road Covina, CA 91723	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Thursday, 11/14/2013 1:30 pm to 3:00 pm Pre-registration Recommended	<b>IRS What You Need To Know When You Run Your Business Out of Your Home - Online Buying or Selling Taxes:</b> <i>Presented by Orange County SCORE</i>	FREE	Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Thursday, 11/14/2013 3:00 pm to 5:00 pm Pre-registration <b>REQUIRED</b>	<b>Business Plan 201-Writing A Winning Business Plan:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/13 \$25 at the door	Victorville City Hall 14343 Civic Drive Victorville, CA 92392	Inland Empire SCORE 951-652-4390 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>

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Thursday, 11/14/2013 5:30 pm to 7:30 pm Pre-registration <b>REQUIRED</b>	<b>Financial Literacy for Women Entrepreneurs:</b> <i>This workshop is designed to give women entrepreneurs a foundational knowledge of the tools available to help make building, running, and preserving a business easier, presented by Coachella Valley Women's Business Center</i>	\$20 with online registration	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Thursday, 11/14/2013 6:00 pm to 9:00 pm Pre-Registration Recommended	<b>Legal Topics For the Small Business:</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Fullerton Public Library 353 W. Commonwealth Ave. Fullerton, CA 92832	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Monday, 11/18/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>Managing to Your Business Plan:</b> <i>Learn to use your business plan as your guide to managing your goals, objectives, initiatives, and action steps for increased accountability and effectiveness</i>	<b>FREE</b>	Inland Empire Women's Business Center 3780 Market Street Riverside, CA 92501	Inland Empire Women's Business Center 909-890-1242 Register online at: <a href="http://www.iewbc.org">www.iewbc.org</a>
Monday, 11/18/2013 6:00 pm to 9:00 pm Pre-Registration Recommended	<b>Questions About Office Technology? Speak To A Geek:</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Los Alamitos Branch Orange County Public Library 12700 Montecito Seal Beach, CA 90740	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Tuesday, 11/19/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>HIGH PERFORMANCE MARKETING, How to Boost your Business by 20-100%, Part 2:</b> <i>Presented by Orange County SCORE</i>	\$35 if register online by 11/18 \$45 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Tuesday, 11/19/2013 4:00 pm to 6:00 pm Pre-registration <b>REQUIRED</b>	<b>New Security Reporting for Cloud-Based Services – Are You Ready?</b> <i>Hosted by OCTANe Orange County</i>	\$25 for non-members <b>FREE</b> for members	Moss Adams 2030 Main Street Irvine, CA 92614	OCTANe Orange County 949-330-6565 <a href="mailto:info@OCTANeoc.org">info@OCTANeoc.org</a> <a href="http://www.octaneoc.org">www.octaneoc.org</a>
Tuesday, 11/19/2013 5:30 pm to 8:30 pm Pre-registration Recommended	<b>Align Social Media and Internet Marketing To Drive Business Objectives:</b> <i>Presented by Orange County SCORE</i>	\$35 if register online by 11/18 \$45 at the door (cash or check only)	Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Tuesday, 11/19/2013 6:00 pm to 8:45 pm Pre-registration Recommended	<b>How To Retain Employees And Reduce Turnover:</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Aliso Viejo Branch Orange County Public Library 1 Journey Aliso Viejo, CA 92656	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Tuesday, 11/19/2013 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Social Media Marketing Made Simple:</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Fountain Valley Library 17635 Los Alamos Fountain Valley, CA 92708	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Wednesday, 11/20/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Understanding Basic Payroll Tax:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/19 \$25 at the door	Redlands City Hall 35 Cajon Street Redlands, CA 92373	City of Redlands 909-798-7629 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>
Wednesday, 11/20/2013 5:30 pm to 8:30 pm Pre-registration Recommended	<b>The Power Of Email Marketing: Leveraging Social Media:</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Newport Beach Public Library Friends Room 1000 Avocado Avenue, Newport Beach, CA 92660	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>

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Wednesday, 11/20/2013 6:00 pm to 8:00 pm Pre-registration <b>REQUIRED</b>	<b>How to Drive Insane Amounts of Traffic to Your Product or Service</b>	\$25	Coachella Valley SCORE Whitewater Building 43-100 Cook Street, Suite 104 Palm Desert, CA 92211	Coachella Valley SCORE 760-773-6507 <a href="mailto:scoreworkshops@scorecv.org">scoreworkshops@scorecv.org</a> <a href="http://www.scorecv.org">www.scorecv.org</a>
Thursday, 11/21/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Interviewing and Hiring Skills:</b> <i>Hosted by Inland Empire Small Business Development Center</i>	<b>FREE</b>	West End Employment Resource Center 9650 9 <sup>th</sup> Street, Suite A Rancho Cucamonga, CA 91720	Inland Empire Small Business Development Center Deirdre Marsac 909-983-5005 <a href="mailto:dmarsac@iesmallbusiness.com">dmarsac@iesmallbusiness.com</a> <a href="http://www.iesmallbusiness.com">www.iesmallbusiness.com</a>
Thursday, 11/21/2013 5:30 pm to 8:30 pm Pre-registration <b>REQUIRED</b>	<b>Creating an Effective Customer Service Plan:</b> <i>Participants will create a customer service plan for their business, or create solutions to improve their existing customer service operation. A fun and interactive workshop, this will teach you how to build customer relationships that last, presented by the Coachella Valley Women's Center</i>	\$20 with online registration	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley Women's Business Center Kim Scanlan 760-345-9200 <a href="mailto:kscanlan@cvwbc.org">kscanlan@cvwbc.org</a> <a href="http://www.cvwbc.org">www.cvwbc.org</a>
Thursday, 11/21/2013 5:30 pm to 8:30 pm Pre-registration Recommended	<b>The Best Customer Service...How To...The Basics</b> <i>Presented by Orange County SCORE</i>	<b>FREE</b>	Tustin Branch Orange County Public Library 345 East Main Street Tustin, CA 92780	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Thursday, 11/21/2013 6:00 pm to 8:30 pm Pre-registration <b>REQUIRED</b>	<b>Social Media Marketing Strategies for Small Businesses</b>	\$25	Rancho Santiago Community College District Center, Room 107 2323 North Broadway Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 <a href="mailto:arteaga_elizabeth@rscdd.edu">arteaga_elizabeth@rscdd.edu</a> <a href="http://www.ocsbdc.org">www.ocsbdc.org</a>

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Thursday, 11/21/2013 6:00 pm to 9:00 pm Pre-Registration Recommended	<b>Avoiding Employment Related Litigation:</b> <i>Presented by Orange County SCORE</i>	FREE	Digital Media Center 1300 South Bristol Santa Ana, CA 92704	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Thursday, 11/21/2013 6:00 pm to 9:00 pm Pre-registration Recommended	<b>Develop a Winning Business Plan:</b> <i>Presented by Orange County SCORE</i>	\$35 if register online by 11/20 \$45 at the door (cash or check only)	UC Irvine Extension 110 Theory Drive, Suite 25 Irvine, CA 92616	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>
Friday, 11/22/2013 9:00 am to 11:00 am Pre-registration Recommended	<b>Tax Considerations For Small Businesses:</b> <i>Presented by Inland Empire SCORE</i>	\$15 if register online by 11/21 \$25 at the door	Greater Corona Valley Chamber of Commerce 904 East Sixth Street Corona, CA 92879	Inland Empire SCORE 951-652-4390 Register online at <a href="http://www.inlandempire.score.org">www.inlandempire.score.org</a>
Tuesday, 11/26/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>Buy/Sell and Valuation of a Business:</b> <i>Presented by Orange County SCORE</i>	\$35 if register online by 11/25 \$45 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	Orange County SCORE 714-550-7369 <a href="http://www.SCORE114.org">www.SCORE114.org</a>

## INTERNATIONAL TRADE EVENTS

Wednesday, 11/06/2013 8:00 am to 4:00 pm Pre-registration <b>REQUIRED</b>	<b>Riverside County International Agriculture Trade Summit:</b> <i>In participation with U.S. Small Business Administration, Santa Ana District Office; Inland Empire SCORE and Inland Empire Small Business Development Center</i>	FREE	Coachella Valley History Museum 82616 Miles Avenue Indio, CA 92201	Office of Foreign Trade 951-955-5284 <a href="mailto:OFT@rivcoeda.org">OFT@rivcoeda.org</a>
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<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Wednesday, 11/06/2013 9:30 am to 3:30 pm Pre-registration <b>REQUIRED</b>	<b>Third Annual U.S. Vietnam Trade Symposium:</b> <i>2013 bilateral business update and trade opportunities, presented by Women In International Trade (WIT) and supported by The Port of Los Angeles</i>	\$85 for non-members \$65 for members	Crowne Plaza 601 South Palos Verdes Street San Pedro, CA 90731	Women In International Trade (WIT) <a href="mailto:info@WITLA.org">info@WITLA.org</a>
Friday, 11/15/2013 8:30 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>Exciting Export Opportunities for California Growers and Food Producers:</b> <i>Learn about trade opportunities in Hong Kong, presented by Port of Los Angeles Trade Connect</i>	<b>FREE</b>	California State University Channel Islands One University Drive Camarillo, CA 93012	Port of Los Angeles Trade Connect Program Jean Coronel <a href="mailto:jcoronel@portla.org">jcoronel@portla.org</a> 310 732 7765 <a href="http://goo.gl/9kxSG4">http://goo.gl/9kxSG4</a>  Register at: <a href="http://tinyurl.com/AGTC13">http://tinyurl.com/AGTC13</a>
Tuesday, 11/19/2013 10:00 am to 12:00 pm Pre-registration <b>REQUIRED</b>	<b>Global Perspective on International Trade Seminar &amp; Networking Series – Understanding the Sociocultural Forces</b>	\$45 for non-members <b>FREE</b> for members	City of Murrieta 1 Town Square Murrieta, CA 924562	City of Murrieta Bruce Coleman Economic Development Manager, 951-461-6021 <a href="mailto:bcoleman@murrieta.org">bcoleman@murrieta.org</a>  Register at: <a href="http://www.ibaglobalinfo.org">www.ibaglobalinfo.org</a>

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
<b>OTHER EVENTS</b>				
Friday, 11/01/2013 11:00 am to 3:30 pm Pre-registration <b>REQUIRED</b>	<b>The Coachella Valley 2013 Annual Economic Summit:</b> <i>Hosted by Coachella Valley Economic Partnership</i>	\$95	J. S. Marriott Desert Springs Resort 74885 Country Club Drive Palm Desert, CA 92260	Coachella Valley Economic Partnership 760-340-1575 <a href="http://cvepsummit.com">http://cvepsummit.com</a>
Saturday, 11/09/2013 through Tuesday, 11/12/2013 10:00 am to 7:00 pm Pre-registration Recommended	<b>Third Annual Veterans' Small Business Summit:</b> <i>Presented by City of Perris and Southwest Veterans Resource Center</i>	<b>FREE</b>	City of Perris 101 North "D" Street Perris, CA 92570	Southwest Veteran's Business Resource Center Jessica Suriano Perris Office Manager 951-722-4941 <a href="http://goo.gl/07XIDs">http://goo.gl/07XIDs</a>
Friday, 11/15/2013 9:00 am to 12:00 pm Pre-registration Recommended	<b>Employee or Independent Contractor Seminar:</b> <i>Presented by the Employment Development Department (EDD)</i>	<b>FREE</b>	Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691	Employment Development Department (EDD) 888-745-3886 <a href="http://www.edd.ca.gov">www.edd.ca.gov</a>

The U.S. Small Business Administration plays a vital role in enabling America's entrepreneurs to start, grow and succeed. Through **our wide array of services - loan guarantees, assistance for small businesses in federal contracting, and business counseling** – the SBA has helped millions of individuals start and grow their small businesses.

The Santa Ana District monthly Management Training Calendar is one of those services. This calendar provides information on co-sponsored business workshops, expos, and conferences provided by our Resource Partners, other government agencies, local government agencies, and business organizations in the counties of Orange, Riverside and San Bernardino. Events pertaining to the small business community from non-cosponsored events are listed in the section called Other Events.

Visit the Santa Ana District Office website at [www.sba.gov/ca/santa](http://www.sba.gov/ca/santa) or to see all that the SBA has to offer small businesses view the national website at [www.sba.gov](http://www.sba.gov). A list of U.S. Small Business Administration resources is on the next page.

**THE U.S. SMALL BUSINESS ADMINISTRATION SPONSORES THE FOLLOWING RESOURCES:**

**SCORE “Counselors To America’s Small Business”** - Provide FREE one-on-one counseling, monthly low-cost pre-business seminars, various workshops, and problem-solving assistance for those already in business.

**ORANGE COUNTY:** 714-550-7369, 200 West Santa Ana Blvd, Suite 700, Santa Ana 92701 – [www.score114.org](http://www.score114.org)

**SCORE Women’s Business Site:** [www.score.org/women](http://www.score.org/women)

**SCORE Women’s Business Blog:** <http://womensblog.score.org>

**COACHELLA VALLEY:** 760-773-6507, 43-100 Cook Street, Suite 104, Palm Desert 92211 – [www.scorecv.org](http://www.scorecv.org)

**RIVERSIDE COUNTY:** 951-652-4390 – 11801 Pierce Street, 2<sup>nd</sup> Floor, Riverside 92505 – [www.inlandempire.score.org](http://www.inlandempire.score.org)

**SAN BERNARDINO COUNTY:** Call your local Chamber of Commerce - [www.inlandempire.score.org](http://www.inlandempire.score.org) or [www.score114.org](http://www.score114.org)

**Small Business Development Centers (SBDC)** - Provide training, consulting, and technical assistance in all aspects of small business management. For further information, contact the SBDC in your area.

**INLAND EMPIRE:**

**Outreach Center** 909-983-5005; 603 North Euclid, Ontario, 91762 – [www.iesmallbusiness.com](http://www.iesmallbusiness.com)

**Outreach Center** 951-781-2345; 3780 Market Street, Riverside, 92501 – [www.iesmallbusiness.com](http://www.iesmallbusiness.com)

**COACHELLA VALLEY:** 760-340-1575; 3111 East Tahquitz Canyon Way, Palm Springs, 92262 – [www.cvsbdc.com](http://www.cvsbdc.com)

**HIGH DESERT:** 760-951-1592; 15490 Civic Drive, Suite 102, Victorville 92392 – [www.iesmallbusiness.com](http://www.iesmallbusiness.com)

**ORANGE COUNTY:** 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana, 92706 – [www.ocsbdc.org](http://www.ocsbdc.org)

**LAUNCHPAD (OCTANE):** 949-330-6565; 65 Enterprise, Aliso Viejo, CA 92656 – [www.octaneoc.org](http://www.octaneoc.org)

**TRITECH (TECHNOLOGY):** 949-734-5635; 18552 MacArthur Blvd., Suite 208, Irvine, 92617 (HI-TECH/HI-GROWTH ONLY)

951-571-6480; 1650 Spruce Street, Suite 500, Riverside, 92507 - [www.tritechsbdc.org](http://www.tritechsbdc.org)

**Satellite Office:** 152 East Sixth Street, Corona, 92879 - [www.tritechsbdc.org](http://www.tritechsbdc.org)

(To schedule appointment at Corona Satellite Office use TriTech main Riverside telephone number)

**Women’s Business Center (WBC)** - Provides business counseling, workshops and mentoring events for start-up and existing women-owned businesses.

**I.E. W.B.C.:** 909-890-1242; 3780 Market Street, Riverside, 92501 – [www.iewbc.org](http://www.iewbc.org) “New Location”

**COACHELLA VALLEY:** 760-345-9200; 77-806 Flora Road, Suite C, Palm Desert, 92211 – [www.cvwbc.org](http://www.cvwbc.org)

**ORANGE COUNTY:** **Institute for Women Entrepreneurs:**  
714-480-7455; 2323 North Broadway, Suite 240, Santa Ana, 92706 – [www.ociwe.org](http://www.ociwe.org)

**U.S. Commercial Service** - Provides counseling, financing, and market information for new to export and ready to export companies through SCORE, SBA, and the Department of Commerce. For further information call 949-660-1688 – [www.trade.gov/cs](http://www.trade.gov/cs)

**On-Line Resources:**

**SBA’s Official Website** [www.sba.gov](http://www.sba.gov) — general information on SBA programs and services with links to local and outside resources. For the **Santa Ana District Office website:** [www.sba.gov/ca/santa](http://www.sba.gov/ca/santa)

**National SCORE Website** [www.score.org](http://www.score.org) — information on the SCORE organization and access to online counseling

**National SCORE Hispanic Website** [www.score.org/hispanic.html](http://www.score.org/hispanic.html) — information on the SCORE organization and access to online counseling in Spanish.

**SBA’s Official Web Site in Spanish** [www.sba.gov/español](http://www.sba.gov/español) — general information on SBA programs and other resources available for small businesses.

**Santa Ana District Small Business Resource Guide** [www.smallbusiness3.com](http://www.smallbusiness3.com) – Guide includes a brief summary of SBA programs and local contact numbers for resources.

All of SBA's programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact the U. S. Small Business Administration at 714-550-7420.